

FACULTY OF BUSINESS MANAGEMENT AND TECHNOLOGY UNIVERSITI TEKNOLOGI MARA PUNCAK ALAM CAMPUS SELANGOR BRANCH

PRINCIPLES OF ENTREPRENEURSHIP (ENT530): CASE STUDY

SOCIAL MEDIA PORTFOLIO OF BROWNIES' MANZUL



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GROUP:

ENT530K

PREPARED FOR:

MISS NUR NAJJAH BINTI ABD RAHIM

DATE OF SUBMISSION 27 JANUARY 2022

ACKNOWLEDGMENT



Praise Almighty Allah for the strength he has given us to complete this assignment, we have finally completed my work, the Social Media Portfolio Assignment. We would want to take this time to thank everyone who helped and supported us in completing this assignment. Our assignment will not be completed if they do not provide guidelines.

First and foremost, we would like to thank Miss Nur Najjah Binti Abd Rahim, our Principles of Entrepreneurship (ENT530) lecturer, for her encouragement, dedication, guidance, and recommendations, which were important during the completion of this assignment.

Last but not least, we would like to thank our colleagues for their assistance and suggestions in finishing this report. Thank you very much, and we hope Miss is satisfied and giving this report her full attention.

Thank you.

Luqman Hakim bin Munsi (2021156087)

Mohd Zul Fitri Bin Zulkefly (2020465164)

EXECUTIVE SUMMARY

As much as we are delighted about business, we will take the opportunity to start the business as an individual in addition to supporting Malaysia in producing more Bumiputera entrepreneurs. We have chosen Brownies' ManZul as our business which is a combination of our names which is Luqman and Zulfitri. Our business is operated and assisted by (4) members who hold important positions in this business such as General Manager, Marketing Manager, Operational Manager, Administration Manager, and Financial Manager.

Brownies' ManZul offers unique varieties of amazing brownies which people will not find anywhere else, Brownies' ManZul will create great tasting, luxury indulgences that will be both affordable and accessible. We have flavours that will appeal to everyone from serious chocolate lovers to regular cake lovers. Our chocolate-based brownies are rich and fabulous and totally delicious. Fudgy brownies have been growing in popularity across Malaysia and Malaysians really love brownies. We are sure this product can give high satisfaction to consumers. In addition, our brownies have their own flavour and are difficult to find anywhere in Malaysia because we use highly premium chocolate, and we have our own secret recipe that can make the brownies even tastier and fudgier. The uniqueness of the taste we offer in our brownies for Malaysians is rarely created by other entrepreneurs will make this product popular even more against people who love brownies.

Our brownies are uniquely shaped so that every individual brownie has an edge on each side and a center. That means chewiness in each bite and that means total taste satisfaction and that means huge smiles from customers. We bake our brownies in small batches using only premium chocolate and the best organic, natural, or local ingredients we can find. Our unique flavour combinations are created to tantalize your taste buds and put a smile on your face

Our target market of customers' characteristics ranges from all income levels and for all the customer's levels of ages including students because the price range is affordable to buy. Lastly, we have always believed that this business will excel due to our marketing strategy and slowly but surely gain market share.

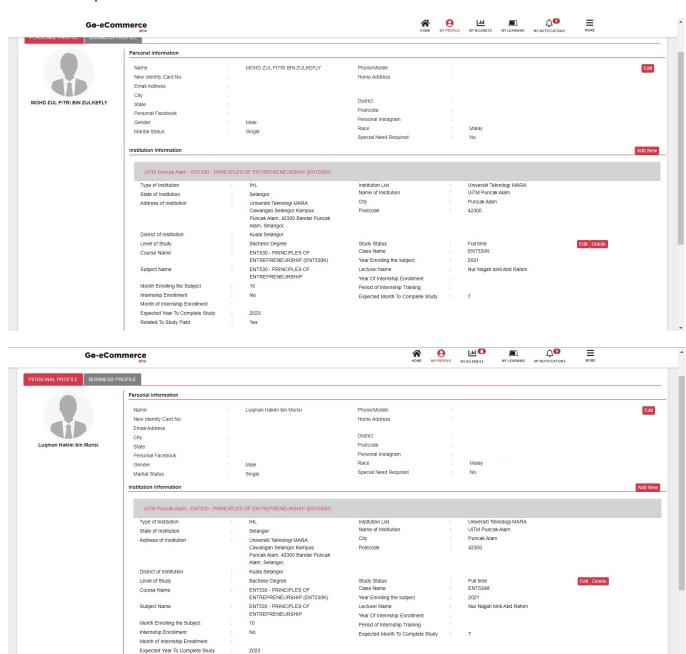
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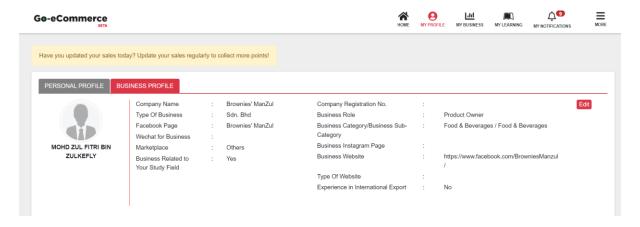
1.0 GO-ECOMMERCE REGISTRATION

Related To Study Field

1.1 Personal profile:



1.2 Business profile:



2.0 CERTIFICATION OF EUSAHAWAN and MyENT:



Certificate of Completion

This acknowledges that

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Certificate of Completion

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Lugman Hakim bin Munsi

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Mod Perniagaan : Online Bidang Perniagaan yg : Makanan

diceburi

Tempoh Berniaga No. Pendaftaran Perniagaan :

URL Perniagaan : https://www.facebook.com/BrowniesManzul/

Alamat Premis Perniagaan

Tarikh Mendaftar : 18 Nov 2021

Tarikh Kemaskini

Tarikh Cetak : 29 Dec 2021

Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UITM. Sijil ini secara tidak langsung akan terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti.

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Tempoh Berniaga : No. Pendaftaran Perniagaan :

URL Perniagaan : https://www.facebook.com/BrowniesManzul/

Alamat Premis Perniagaan

Tarikh Mendaftar : 18 Nov 2021

Tarikh Kemaskini :

Tarikh Cetak : 02 Jan 2022

Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UiTM.
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3.0 INTRODUCTION

3.1 Name and address of the business

Name of The Business

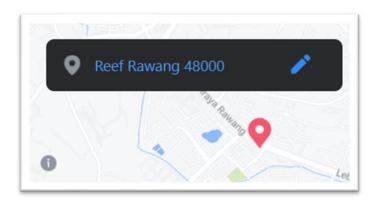
The name of our business is Brownies' ManZul

We came up with our brand name's ideally from the main product we sell which is brownies. ManZul is the combination of our names which are Lugman and Zulfitri.

Brownies' ManZul is originated from Selangor, but it is starting to grow in other parts of eastern West Malaysia and East Malaysia. With the unique name, we hope that we can attract more people to come and buy our products and visit our Facebook page and taste the uniqueness of this product.



Location of The Business



Brownies' ManZul is in Rawang's most famous business park which is in Reef Rawang. The business location is strategic as it has the target market we strategized, and the location is near housing, mall, and colleges which is very convenient for the business.

3.2 Organizational Chart



3.3 Vision and mission

Vision

Customer satisfaction, creating a lasting impression, and broadening our horizons are all goals we strive towards.

Mission

Giving the best quality of brownies with strong attention to detail and guaranteed freshness upon arrival.

3.4 Descriptions of products/services



The brownie is a cross between a cake and a cookie in texture. Brownies' ManZul come in a variety of forms. Our brownies are either fudgy or cakey, depending on their density, and we also include various flavours such as strawberry, M&Ms, Nutella, almond, and the famous flavour which is chocolate. Our brownies use premium high-quality chocolate so that customers will be satisfied with our brownies suitable with the prices we offer.

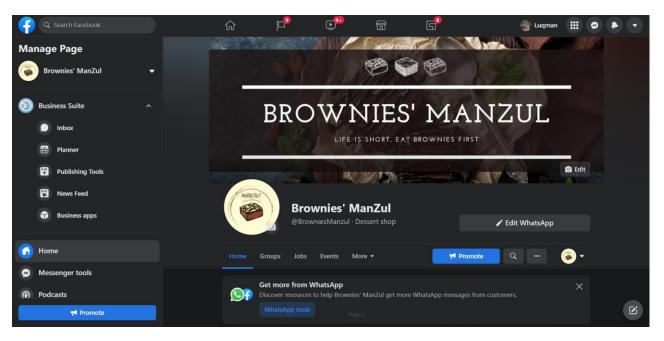
3.5 Price List



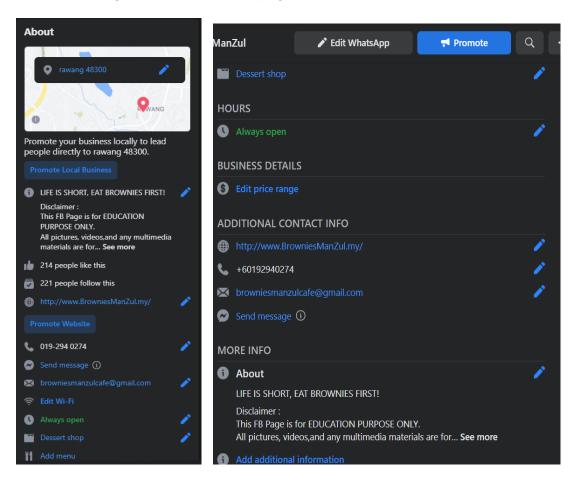


4.0 FACEBOOK (FB)

4.1 Creating Facebook (FB) page:



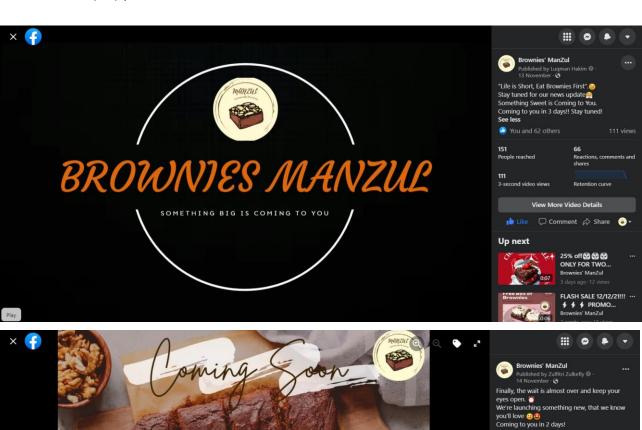
4.2 Customizing URL Facebook (FB) page:



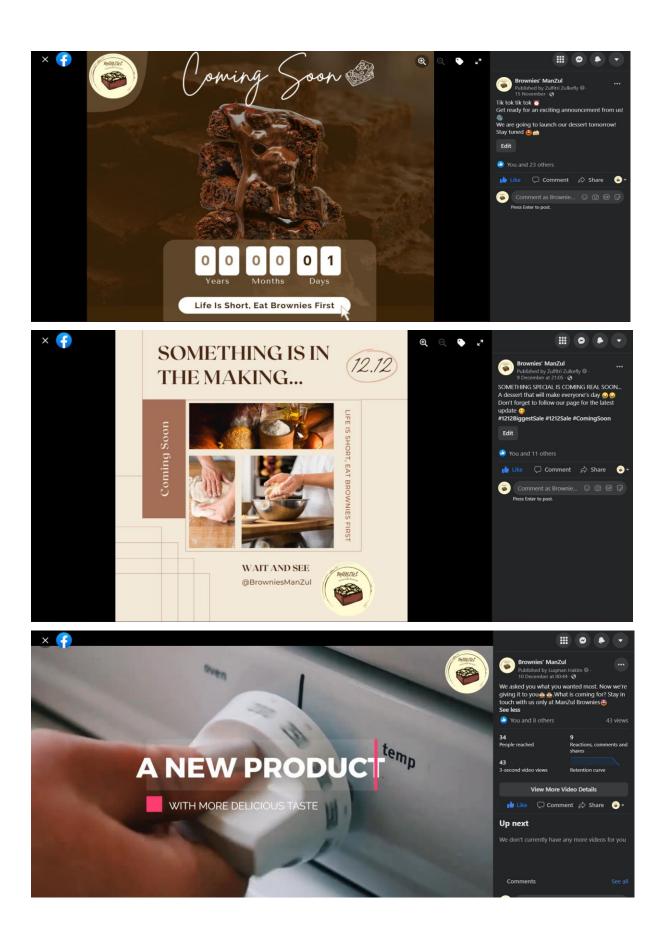
← → C 🏚 facebook.com/BrowniesManzul

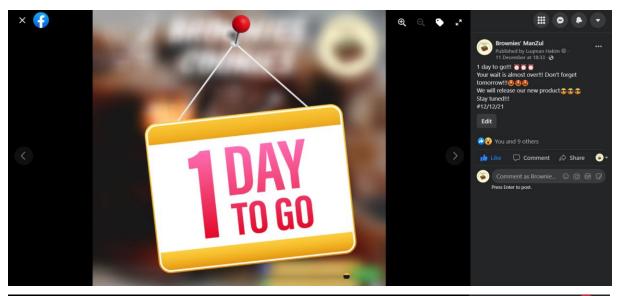
- 214 people like and 221 people follow Brownies' ManZul Facebook page
- URL Facebook page: https://www.facebook.com/BrowniesManzul

4.3 Facebook (FB) post - Teaser



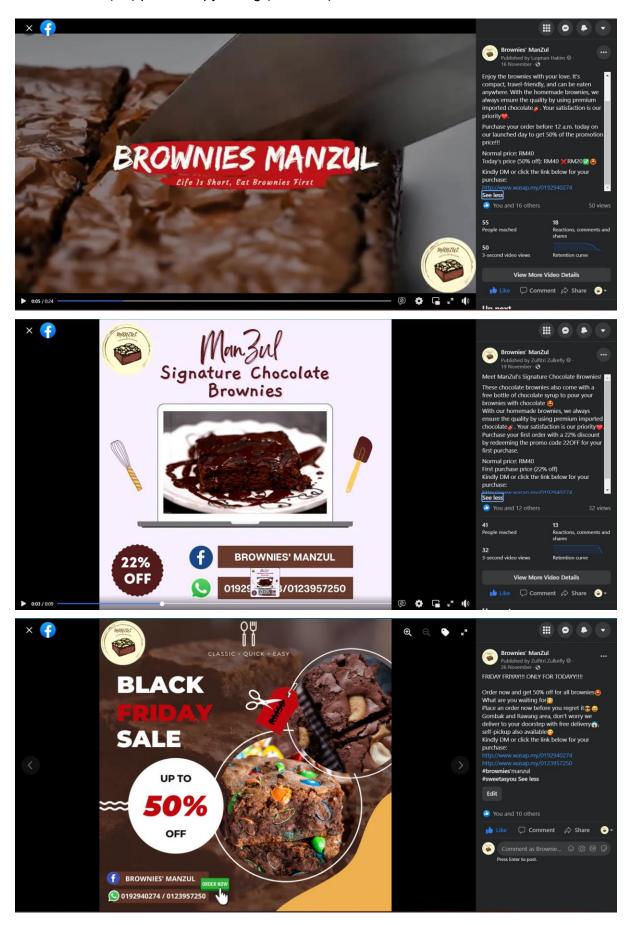


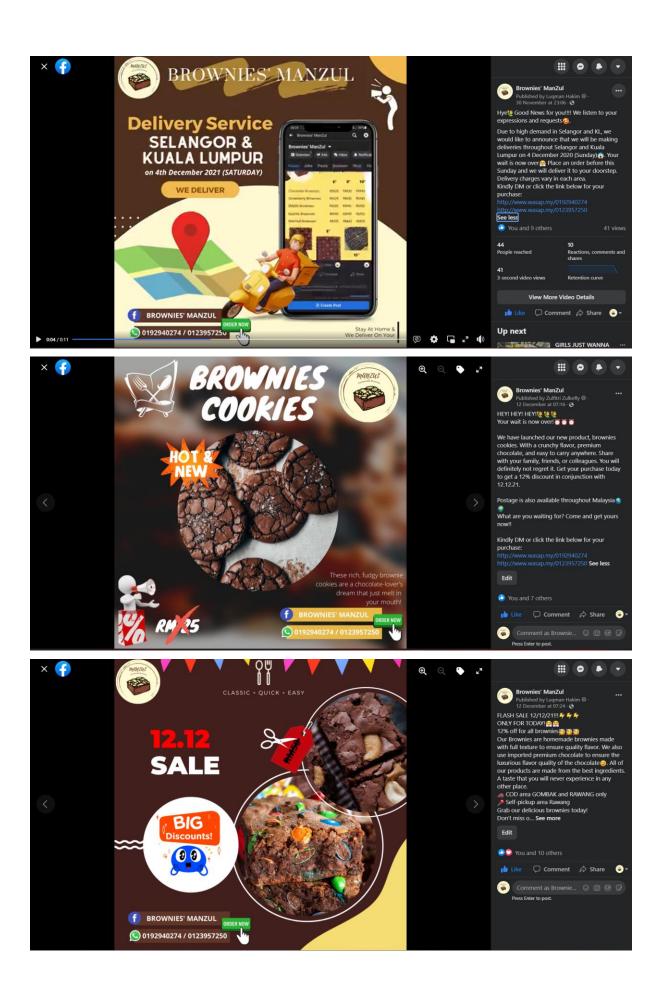


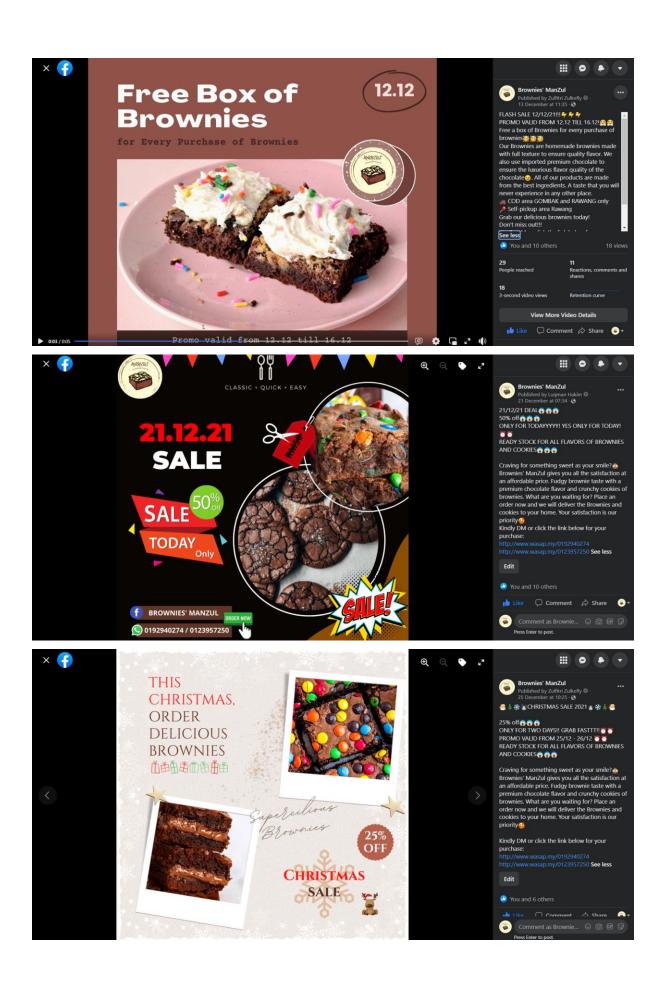


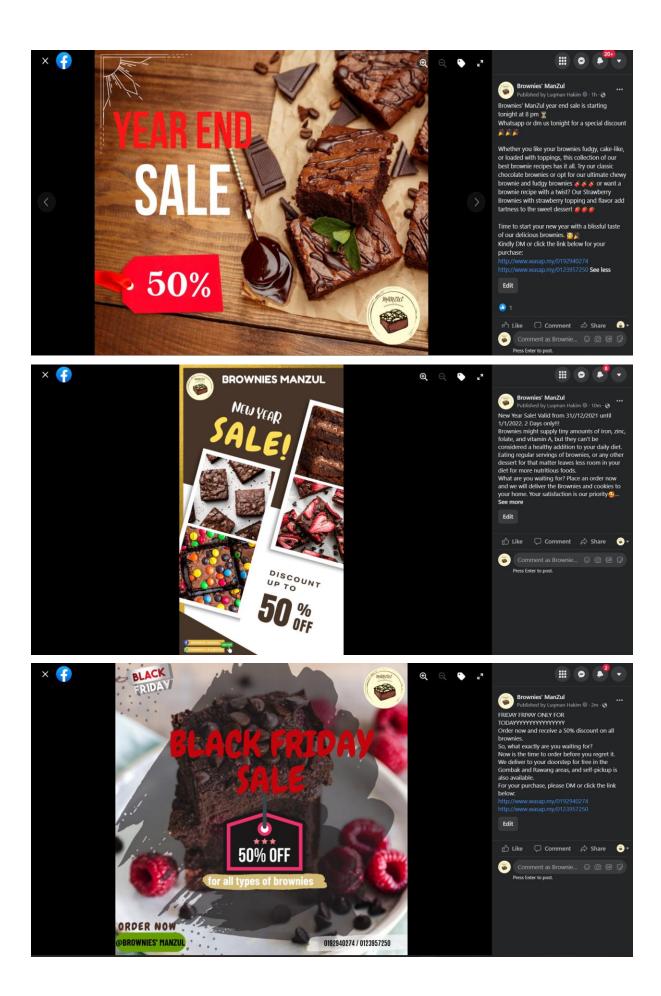


4.4 Facebook (FB) post – Copywriting (Hard sell)

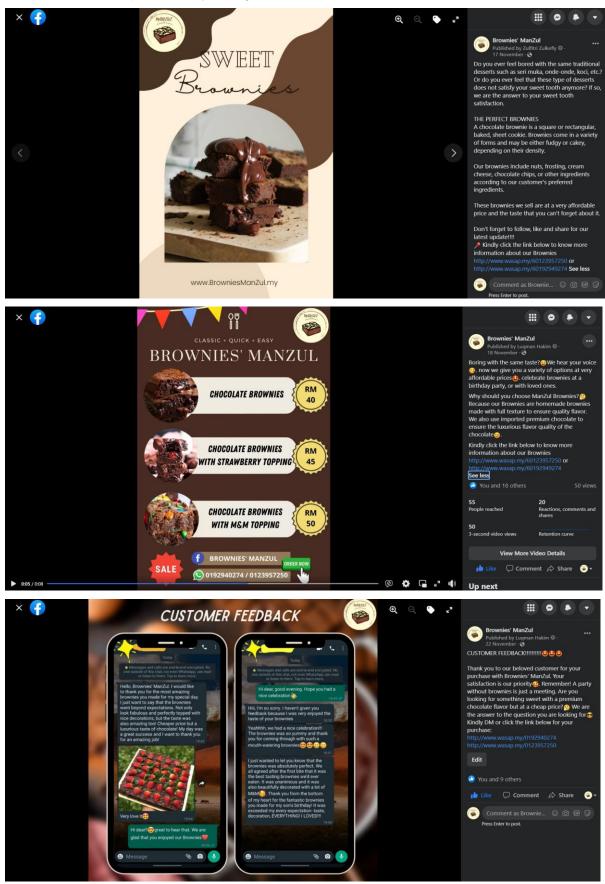


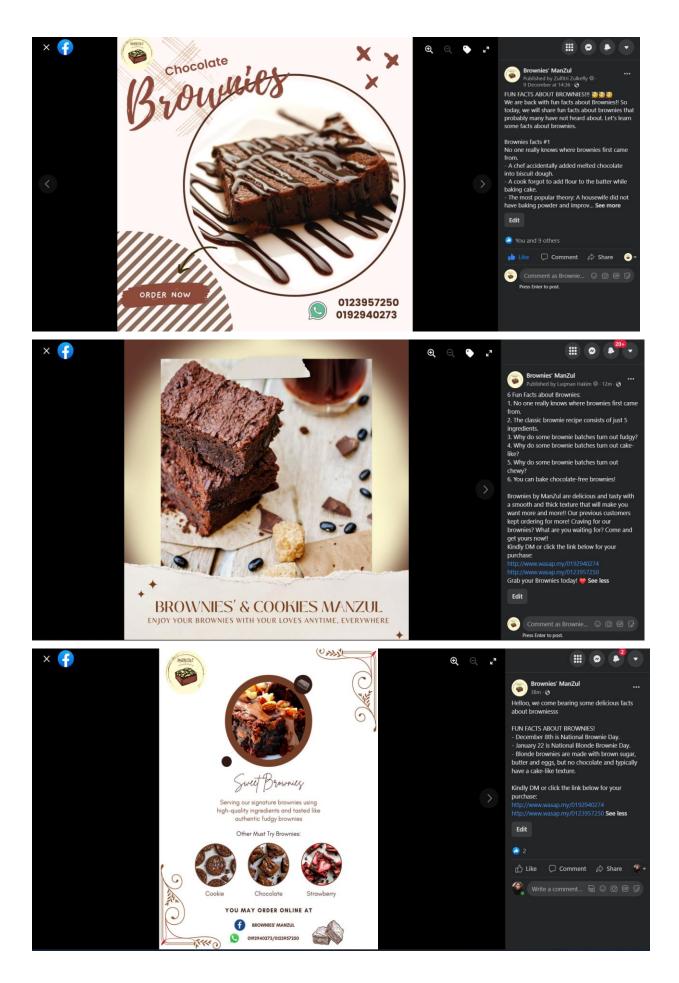


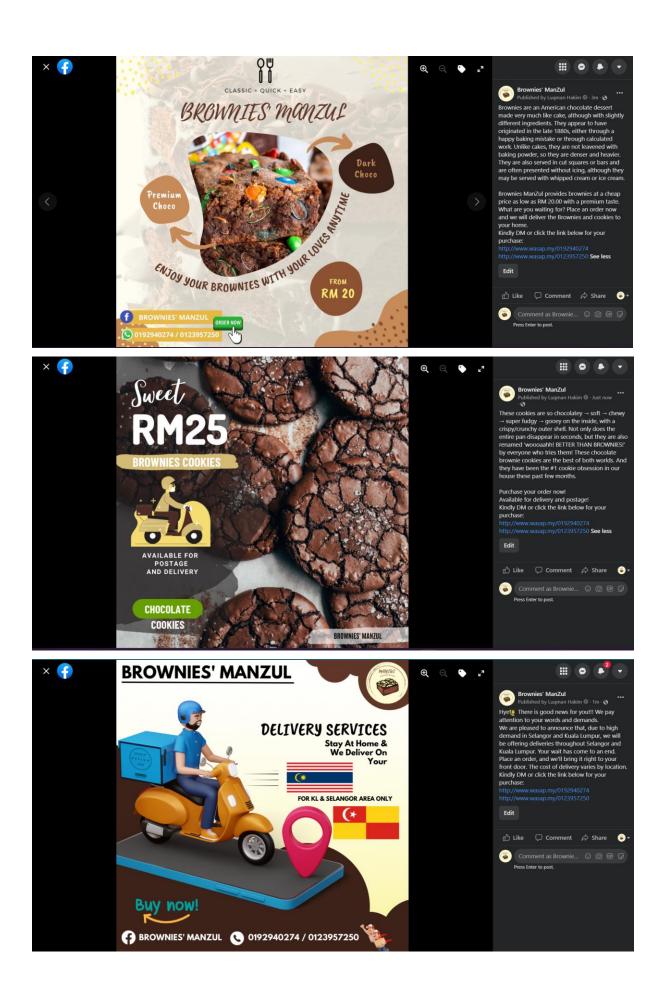


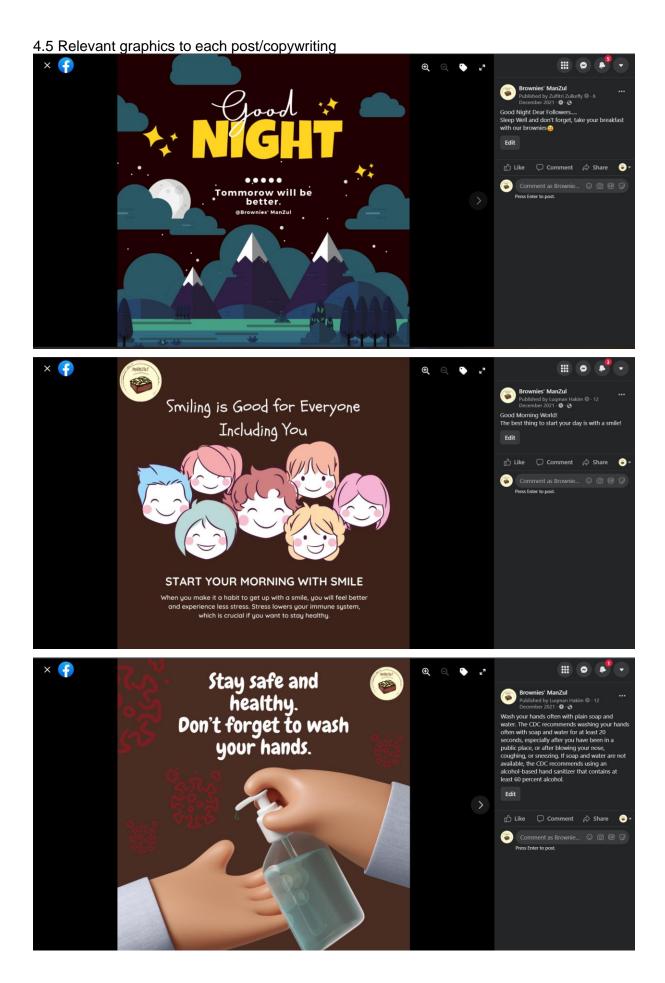


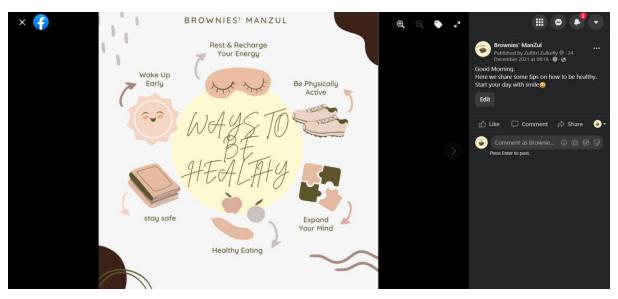
4.5 Facebook (FB) post – Copywriting (Soft sell)



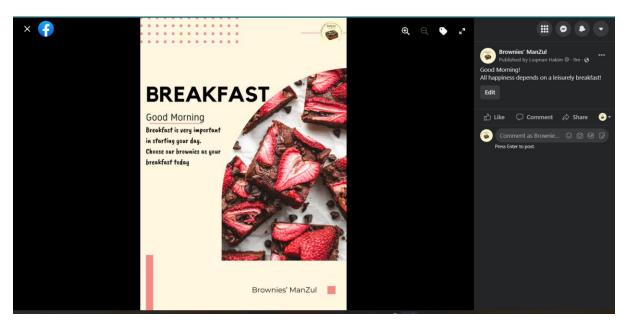
















5.0) CONCLUSION

We are glad that we were able to complete this social media portfolio. We have gained a lot of fresh experience, which has been quite valuable to our participation in this business. We are hoping that our business will continue to grow smoothly in the future. Our goal is to make a lot of money in this business, even though there are a lot of risks, such as posting too often or too infrequently, not targeting the right audience, not focusing enough on engagement, and dealing with other competitors who sell similar products. Unfortunately, with the help of our group's business cooperation and collaboration as a team, we were able to come up with a solution.

We also hope that by our hard work and discipline, we will be able to realize our goal of having people recognize the uniqueness of our product and produce more Malaysian items in this country. Before that, I need to demonstrate the effectiveness of this product and how close it is to our customer's tastes. As a result, customers will select this product as their preferred option. Furthermore, I am aware that the fast-food industry is well-known in Malaysia, therefore we will build a menu that is appropriate for people of all ages to purchase and promote our product.

As you all know, we are simply new entrepreneurs, we will make a tremendous commitment and take full responsibility for managing this firm with our team. We must strengthen our existing shortcomings so that they can serve as a driving force in the case of a crisis affecting this firm in the future. Last but not least, in order to attract more consumers, we will consistently improve in terms of food, customer service, more advertising, gift, and product hygiene.